# THE BOARD OF DIRECTORS OF DOMINION STORES LIMITED PRESENTS THE 56TH ANNUAL REPORT



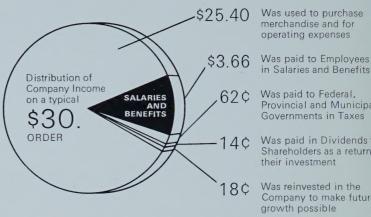
FISCAL YEAR ENDED MARCH 20, 1976



#### **Employees Share in Corporate Development**

Last fiscal year, 1.9 billion dollars passed through Dominion Cash Registers, from which the many payments necessary to our large Corporate responsibilities are made.

The simplest way to understand what happens to every dollar which we take in, is to study the chart shown at right. It illustrates where our Company money goes on a typical \$30, food order and it clearly dramatizes the comparatively small amount left over, with which to ensure the fulfillment of the Company's growth and responsibility to our employees, their families and the community at large, as well as, to our shareholders whose investment makes the Company possible.



Was used to purchase merchandise and for operating expenses

Was paid to Employees

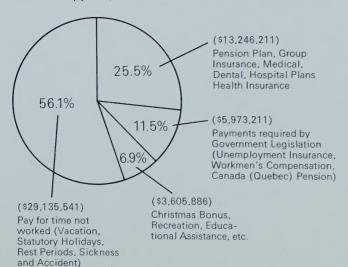
Was paid to Federal, Provincial and Municipal Governments in Taxes

Was paid in Dividends to Shareholders as a return on their investment

Was reinvested in the Company to make future growth possible



The Employee Benefit Dollar rose from \$41,391,800. last year to \$51,960,849. this year and was applied, as follows:



#### Benefits = Financial Security for Employees and their Families

The basic rate of pay is only the visible part of our employees' total compensation and benefit package, which is shared in by each Dominion employee and family. The Company's constant aim to provide a satisfactory and rewarding standard of living for all employees, is found in the fact that between 1966 and last fiscal year, a period of only 10 years, total Wages and Benefits on annual basis, grew from \$61.3 million to \$233.4 million — an increase of 280%; while Benefits alone grew from \$11.7 million to \$52.0 million in the same period — an increase of 344%.

#### Scientific Methods Assure Sanitation and Quality Control

Under the direction of a trained specialist in the field, Dominion's Sanitation and Quality Assurance program plays an important part in Company development. Company Brands and other brands of merchandise, for instance, undergo a continuous pattern of chemical and microbiological tests, to assure that the highest standards of quality are met. In all phases of the operation, a stringent program of Sanitation, in close working relationship with Government agencies is maintained, in the implementation of new and existing standards and regulations.

#### Developing our Acceptance with Dominion's own Brands

One of the greatest contributing factors to Dominion's ever-growing acceptance lies in the constantly expanding list of top quality brands which bear our famous Company Symbol 'D'. They now number 450, over a range of 40 individual product groupings. In the past year alone, an additional 45 product lines have been added to the list. This growth attests to the confidence and dependability food shoppers place in Dominion's own products, which offer comparable quality and greater economy on the "shopping list." Our Company brands . . . a significant aspect of Dominion's popularity.



#### Consumer Research — a Development Priority

Food retailing today demands a clear insight into consumer wants and preferences, in terms of products, services and the various methods of merchandising and pricing. Few companies engage in more research than Dominion. An expert staff of trained specialists maintain a unique program of continuous market, attitudinal and consumer research studies on a broad scale — bringing to management a keen understanding of the entire food spectrum of merchandising, advertising and store operations, from the consumers' point of view. Dominion's acceptance in the marketplace is due in large measure to the flexible and knowledgeable application brought to our Research programs.

#### Communication — a vital "Search" for Customers

Through the presentation of the Company's products, services and people in the media, Canadian food shoppers learn about the shopping benefits offered at Dominion and about our numerous policies and procedures. Developing the business, through the telling of the Dominion Corporate story, as well as, the presentation of informative weekly merchandising and pricing advertisements, has resulted in more and more shoppers recognizing Dominion as the industry "pace-setter" — particularly in terms of our aggressive pricing leadership. Effective communication to Dominion's many publics plays a major part in our Company development.

#### A Special Report to My Fellow Employees

You made history at Dominion last year. On March 20, 1976, we completed a year in which we served more food shoppers than had ever been done before by any chain in the history of Canadian retailing.

#### That's team work!

The entire Dominion team of over 25,000 men and women can take justifiable pride in their Company's achievement. It could only have been made possible by the dedication to leadership, personal involvement and loyalty which is so characteristic of Dominion people at all Company levels.



Since people are the essence of Dominion, we have devoted this portion of our 56th Annual Report to our employees, represented here by a diversified group of 103 men and women, selected from across the 7 Provinces in which we operate. They symbolize the extraordinary depth of talent and expertise in the over 200 different job titles necessary to run Canada's largest retail enterprise.

This remarkable people-photograph and accompanying summary, highlight only a few of the many on-going areas of Development in the Company which, I am sure, is of interest to all employees.

As President of Dominion, I am proud of all our people and their achievements. My special thanks and best wishes to each of you.

Sincerely

Tom Bolton

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The Annual Meeting of Shareholders will be held in the Canadian Room at the Royal York Hotel, 100 Front Street West, Toronto, on Thursday, the 12th day of August, 1976 at the hour of 11:00 a.m. (Toronto time).

#### Shareholders' Auditors

Coopers & Lybrand, Toronto

#### Bankers

Bank of Montreal

Banque Canadienne Nationale

Banque Provinciale du Canada

Canadian Imperial Bank of Commerce

The Bank of Nova Scotia

The Royal Bank of Canada

The Toronto-Dominion Bank

First National Bank, Palm Beach

#### **Transfer Agents**

Crown Trust Company
Toronto, Montreal and Vancouver

Canada Permanent Trust Company Halifax and Saint John

Bankers Trust Company, New York

#### Registrars

Crown Trust Company,
Toronto, Montreal and Vancouver

Canada Permanent Trust Company, Halifax and Saint John

Bankers Trust Company, New York

Version française — On peut obtenir un exemplaire français du présent Rapport annuel en s'adressant au Secrétaire de la Compagnie, 605 Rogers Road, Toronto, Ontario M6M 1B9.

#### COMPARATIVE HIGHLIGHTS

	For the Years Ended					
	March 20, 1976 (52 Weeks)			March 22, 1975 (52 Weeks)		
Net Earnings	\$	20,436,669	\$	17,009,488		
per dollar of sales		1.06¢		1.03¢		
per share of common stock	\$	2.40	\$	2.02		
Sales	\$1	,913,985,592	\$1	,649,501,522		
Dividends	\$	8,596,361	\$	6,928,015		
per share of common stock	\$	1.01	\$	.82		
Working Capital	\$	52,304,241	\$	53,545,359		
Ratio of Current Assets to Current Liabilities		1.62		1.73		
Total Reinvested Earnings	\$	101,036,494	\$	89,196,186		
Shareholders' Equity	\$	122,382,646	\$	110,485,251		
Number of Stores at End of Year		387		391		
Ground Floor Area—Retail (square feet)		6,789,830		6,517,748		

#### **DIRECTORS AND MANAGEMENT**

#### **Directors**

\*JOHN A. McDOUGALD Chairman of the Board and Chairman of the Executive Committee

LEWIS H. M. AYRE
\*GEORGE M. BLACK, JR.
†\*A. BRUCE MATTHEWS

\*Executive Committee

ALLEN C. JACKSON

Executive Vice-President

RICHARD J. O'BRIEN

Vice-President,

Advertising
JOHN R. MORRISON

General Counsel

†\*ALEX E. BARRON

\*THOMAS G. BOLTON

\*MAXWELL C. G. MEIGHEN

MITCHELL L. WASIK

†\*THOMAS G. McCORMACK

Deputy Chairman of the Board

\*STEWART G. BENNETT PIERRE PAUL DAIGLE †ANDRE MONAST, Q.C.

†Audit Committee

#### Corporate Management

THOMAS G. BOLTON

President and Chief Executive Officer

W. FRANK CAPSTICK Senior Vice-President, Retail Operations

JOHN C. TOMA Vice-President, Merchandising

MITCHELL L. WASIK
Secretary

ALLISTER M. MACDONALD

Vice-President,

Real Estate and Development

A. WILLIAM TOMLIN
Vice-President, Administration

KENNETH E. WESTLIN

Comptroller

#### **Divisional Management**

REAL BROUILLETTE RONALD C. HYNE

Quebec Hamilton, South-Western Ontario

JOHN PANDER
Western Canada, North Central and Eastern Ontario

HARRY TAYLOR

Ottawa, Ontario

JAMES A. MALCOLM

Toronto Districts

GILBERT VIENNEAU

Atlantic Provinces

#### **District Management**

CARL F. ARMSWORTHY
St John's, Nfld.

BARRY HAGAN Sudbury, Ontario

RAYMOND LUCYSHYN

Hamilton, Ontario

JOHN N. CAMPBELL

Toronto, Ontario

ELTON C. HAINES
Saint John, N.B.

RAYMOND MENARD Montreal, Quebec JAMES F. EARLE

Halifax, N.S.

EDWARD C. KERR Winnipeg, Manitoba

GARRY W. POTTER

Toronto, Ontario

FRANCOIS GIRARD

Quebec, Quebec

ROBERT LAMOUREUX Montreal, Quebec

JOHN I. QUINN Windsor, Ontario

JAMES B. WILLIAMS

Toronto, Ontario

#### Special Management

DONALD H. BLAIR

Director of Labour Relations

ERVIN F. CAVEN

Director of Personnel

LARRY C. GEE
Director, Allied Businesses

STANLEY P. GIBSON

Director of General Merchandise

JAMES A. MUNRO Director of Real Estate

#### ANNUAL REPORT TO SHAREHOLDERS

This annual report covers a fiscal year in which Dominion Stores achieved new levels of success in sales and earnings and in which the company's efficiency and productivity continued to lead the industry.

In spite of all of the concerns arising from the state of the economy, your company expanded its appeal to an even larger segment of the public.

Inflation ran at high levels throughout the fiscal year which ended March 20, 1976, though there were signs of abatement in the rate of increase as the year drew to a close.

The Anti-Inflation Program was instituted by the Federal Government mid-way through the fiscal year and it has had its impact on the economy, on the company and on the shareholders' dividends.

Dominion in its fiscal year maintained its strength and its position not only as the leading supermarket chain but as Canada's largest retailer. Sales rose 16.03% over those for the previous year. Since this is a higher rate than the rate of inflation in the period, it is clear evidence that patronage grew, and that more people purchased more products in our stores.

Earnings showed comparable growth, reaching a total of \$20,437,000 or \$2.40 per share after taxes. While this is a source of satisfaction, the fact remains that your company is earning only fractionally more than one cent on every dollar of sales. This is a narrow margin in a volatile market during a period of economic change and uncertainty.

The declining rate of food price inflation in the latter part of the past fiscal year and the early stages of the current fiscal year was not paralleled by an equally large reduction in the rate of inflation on many of the products, materials and services the company purchased. Under existing regulations, wage and benefit costs have continued to rise at a rate greater than the rate of food price inflation.

In the year under review your company continued its policy of improving the efficiency of stores, distribution centres and other support operations. While the number of stores was reduced slightly, the total square foot area of stores was increased to 6,789,830 square feet. Your company's long-term planning for changes and improvements in premises is based on the well-founded belief that the secret of success in the difficult, competitive industry of which we are a part is to constantly build sales volume and to create conditions in which each unit of space is fully utilized and in which it is possible for each employee to contribute to the best of his ability.

Statistical studies of our industry indicate that, by standard measurements, Dominion is the clear leader in Canada and one of the leaders in North America in terms of sales per square foot.

Our success reflects not only the sound planning, the successful selection of sites, the careful study of population statistics and competitive factors but, most important of all, it reflects the very real concern and dedication of the people of Dominion. All the factors are important but people are the most important.

While we experience a constant increase in all of our operating costs, we attempt to restrain upward price movements. Your company has in the past pointed out that a supermarket does not create higher prices but, by and large, simply reflects to consumers rising costs it must pay. While Dominion is willing and anxious to cooperate with others in restraining prices, the solution to the problem largely lies at other levels of industry and with government itself.

Dominion, during the past year, has repeated its request to the Federal Government that action be taken to develop a comprehensive and realistic national food policy. Such a policy would protect

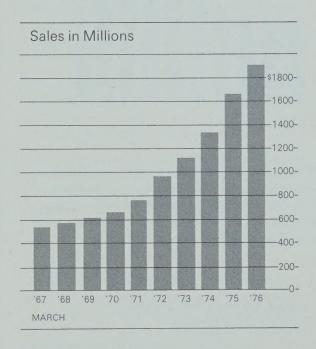
the interests of primary producers and consumers and would give to the manufacturing, processing, and distribution segments of the food industry a sounder and less unpredictable framework in which to operate. Your company does not seek more government intervention in the food industry. We recognize that extensive involvement exists already. The interests of the food industry and its customers would be better served if the present forms of intervention were brought into harmony and co-ordinated with each other, and if new sources of basic information were developed.

The widening gap between the amount which can be allotted for depreciation of assets and the actual cost of replacing these assets is a cause of concern. For some years now it has been apparent that the amount of depreciation permitted under our tax laws is inadequate to enable companies such as Dominion to make provision for ultimate replacement. In addition to this situation, we are faced with restrictions by the government on our ability to increase profits. Government policies on depreciation and on corporate profits in general are limiting the ability of industry to generate funds for investment and to attract new investment.

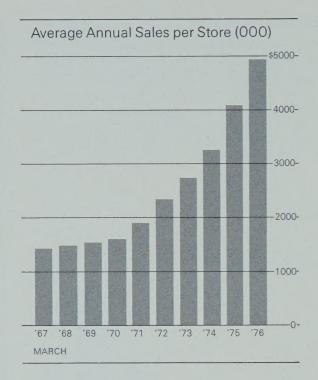
As part of the anti-inflation program, dividends to shareholders have been frozen in the twelvemonth period ending October 13, 1976 at the levels recognized by the government as having been paid in the preceding twelve month period. In the case of Dominion, the company will be able to pay to its shareholders dividends of only 84¢ per share in the freeze period. In the preceding twelve month period the company, as a result of two extra dividend payments, had actually paid 95¢ per share.

The Anti-Inflation Board has taken the position that the extra dividends in the preceding period do not qualify within its guidelines. Your management believes that the ruling, in effect reducing dividend payments in the current period, is unfair to shareholders, including the thousands of individuals who rely on dividends from this company as part of their annual income.

#### Sales



Sales for the 52 weeks ended March 20, 1976 amounted to \$1,913,986,000, compared with \$1,649,502,000 for the 52 weeks ended March 22, 1975. This was an increase of \$264,484,000 or 16.03%.

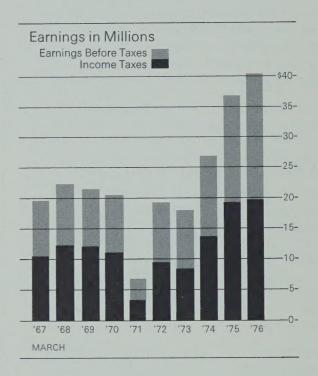


More customers were served than ever before and average sales per store and sales per square foot showed substantial increases. Annual sales per store averaged \$4.8 millions and sales per square foot of ground floor area amounted to \$273.



#### Earnings

Net earnings for the year were \$20,437,000 compared with \$17,010,000 in the previous year. Earnings per share were \$2.40. The ratio of earnings to sales was 1.06 cents per dollar compared with 1.03 cents a year ago.



#### Financial Resources

At March 20, 1976 working capital amounted to \$52,304,000 and the ratio of current assets to current liabilities was 1.62 to 1. Included in current assets were Cash and Investments of \$14,858,000 and Inventories of \$111,232,000.

Your company has made great progress in improving inventory turnover to a point where Dominion's annual turnover rate of 15.4 times is among the highest of all supermarket chains in North America. The significance of this high rate of turnover is best understood in terms of savings which have been created. If, in fiscal 1976, the inventory turnover ratio had remained at the same level as five years ago, it would have been necessary to commit an additional twelve million dollars to the financing of inventories. Carrying costs on such an amount would have been in the range of \$1.25 million.

#### Planned Development

Significant expansion and modernization of your Company's retail and distribution facilities took place.

Ten new Dominion supermarkets were opened in the fiscal year, adding 301,000 square feet of ground floor area. Three existing stores were enlarged, adding a further 26,000 square feet and twenty-seven Dominion stores were remodelled and modernized while 14 older and smaller stores were closed. Capital investment in the physical development of the business totalled \$26.8 millions in the year.

Subsequent to the end of the year the Company entered into an agreement with Baine Johnston and Company, Limited of St. John's, Newfoundland, jointly establishing a new full-line wholesale grocery company, Donovans Wholesale Limited. The joint establishment of Donovans will improve the efficiency of distribution in the province. It will supply Dominion Stores in Newfoundland as well as Baine Johnston institutional and retail customers.

In the current year Dominion plans to open ten new supermarkets with a total of 315,000 square feet of ground floor area, and to enlarge seven other stores, adding 84,000 square feet. The program of modernizing existing stores will continue.

Subsequent to the year-end your Company completed the purchase of a strategically located 51 acre site on the island of Montreal, upon which will be developed a highly mechanized distribution facility. The design of this facility is well under way and construction will commence this year. The new distribution centre will consolidate the grocery and general merchandise supply operations in Montreal and will substantially improve the Company's efficiency in supplying Quebec and Ottawa Valley stores.

#### Shareholders

Dividends paid during the year amounted to \$1.01 per share and totalled \$8,596,000. The per share dividend of \$1.01 consisted of regular dividends of 81¢ plus two extra dividends of 10¢ each, paid on June 16 and September 15, 1975.

Under the Anti-Inflation Regulations the Anti-Inflation Board has ruled that dividends to our shareholders in the year ending October 13, 1976 may not exceed 84¢ per share. Between October 14, 1974 and October 13, 1975 the Company paid dividends totalling 95¢ per share. The Anti-Inflation Board ruling will result in shareholders receiving 11¢ per share less in the 12 months ending October 13, 1976 than they received in the same period a year earlier.

Amendments to the Regulations made May 25, 1976 will permit your Company to increase the dividend by up to 8% in the twelve-month period commencing October 15, 1976.

The Annual Meeting of Shareholders will be held in The Canadian Room of the Royal York Hotel, 100 Front Street West, Toronto, on Thursday, August 12, 1976, at 11:00 a.m. Toronto time.

#### In Appreciation

The achievements of the fiscal year reviewed in this report were made possible by the effective contributions of thousands of Dominion employees. The Directors extend their appreciation to the people of Dominion and also to our millions of loyal customers, our thousands of dependable suppliers, our landlords, and to the shareholders whose continued support and understanding are vital to the progress of the Company.

For the Board of Directors,
JOHN A. McDOUGALD

Chairman of the Board

THOMAS G. BOLTON President and Chief Execuive Officer

## CONSOLIDATED STATEMENTS OF EARNINGS AND REINVESTED EARNINGS

CONSOLIDATED STATEMENT OF EARNINGS	For the Ye March 20, 1976 (52 weeks) (in thousand	ears Ended March 22, 1975 (52 weeks) ds of dollars)
Sales	\$1,913,986	\$1,649,502
Cost of goods sold and expenses except those shown below  Employees' salaries and benefits  Depreciation  Municipal taxes  Interest on long-term debt  Other interest  Investment income	1,612,078 233,361 14,728 10,984 4,588 229 (2,359)	1,387,735 200,441 12,331 8,935 2,407 1,989 (655)
	1,873,609	1,613,183
Earnings before taxes on income	40,377	36,319
Taxes on income	19,674	19,158
Net earnings before minority interest	20,703	17,161
Minority interest	266	151
Net earnings for the year	\$ 20,437	\$ 17,010
Earnings per share (note 4)	\$ 2.40	\$ 2.02
CONSOLIDATED STATEMENT OF	For the Ye	ears Ended
REINVESTED EARNINGS	March 20,	March 22,
	1976 (52 Weeks)	1975 (52 Weeks)
	(in thousand	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
Reinvested earnings, beginning of year—	(	,
As previously reported	\$ 89,196	\$ 80,232
inventory valuation		(1,118)
As restated	89,196	79,114
Net earnings for the year	20,437	17,010
Dividends	(8,596)	(6,928)
Reinvested earnings, end of year	\$ 101,037	\$ 89,196

### CONSOLIDATED STATEMENT OF CHANGES IN FINANCIAL POSITION

	For the Years Ended			
	March 20,	March 22,		
	1976 (52 Weeks)	1975 (52 Weeks)		
Source of Funus	· · · · · · · · · · · · · · · · · · ·	ds of dollars)		
Jource of Funds	(m thousand	is Or Goriars)		
Net earnings for the year	\$20,437	\$17,010		
Charges not requiring cash outlay:				
Depreciation	14,728	12,331		
Disposal of fixed assets	(559)	(15)		
Deferred income taxes	945	905		
Income from investment in effectively				
controlled company (note 1)	(552)	(258)		
Funds generated from operations	34,999	29,973		
Issue of long-term debt	_	25,000		
Proceeds from disposal of fixed assets	1,170	2,698		
Proceeds from shares issued under the stock option plan (note 4)	57	2,448		
Minority interest	266	781		
	36,492	60,900		
Use of Funds				
000 01 1 2.1.40				
Investment in fixed assets	26,773	25,831		
Dividends	8,596	6,928		
Reduction of long-term debt	2,303	2,387		
Increase in mortgages and other investments	61	127		
	37,733	35,273		
INCREASE (DECREASE) IN WORKING CAPITAL	(1,241)	25,627		
WORKING CAPITAL—BEGINNING OF YEAR	53,545	27,918		
WORKING CAPITAL—END OF YEAR	\$52,304	\$53,545		

## CONSOLIDATED BALANCE SHEET AS AT MARCH 20, 1976

	March 20, 1976	March 22, 1975
		ds of dollars)
Assets		
CURRENT:		
Cash	\$ 6,108	\$ 2,732
Short term investments	8,750	15,000
Accounts receivable	7,967	6,391
Mortgages receivable	409	647
Merchandise (note 1)	111,232	100,494
Prepaid expenses	1,447	1,097
Deferred income taxes	789	298
	136,702	126,659
MORTGAGES AND OTHER INVESTMENTS—at cost	1,279	1,218
INVESTMENT IN AN EFFECTIVELY CONTROLLED COMPANY (note 1)	3,067	2,515
FIXED ASSETS (note 1):		
Store, warehouse and office equipment	154,572	136,771
Buildings and leasehold improvements	56,331	52,688
	210,903	189,459
Accumulated depreciation	98,785	88,510
	112,118	100,949
Land	9,780	9,515
	121,898	110,464
	\$262,946	\$240,856

	March 20, 1976 ( <i>in thousand</i>	March 22, 1975 Is of dollars)
Liabilities	,	,
CURRENT:		
Accounts payable and accrued expenses	\$ 71,859	\$ 60,309
Income and sundry taxes	10,286	10,072
Current portion of long-term debt (note 3)	2,253	2,733
	84,398	73,114
DEFERRED INCOME TAXES	9,505	8,560
LONG-TERM DEBT (note 3)	45,613	47,916
MINORITY INTEREST	1,047	781
	140,563	130,371
Shareholders' Equity		
CAPITAL STOCK (note 4):		
Authorized—20,000,000 common shares without nominal or par value.		
Issued and fully paid— 8,513,841 shares (1975—8,509,691 shares)	21,346	21,289
REINVESTED EARNINGS	101,037	89,196 110,485
	\$262,946	\$240,856
		7240,000

Signed on behalf of the Board—
JOHN A. McDOUGALD, T. G. BOLTON
Directors

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### 1. ACCOUNTING POLICIES

#### (i) Principles of consolidation —

The accompanying financial statements consolidate the accounts of Dominion Stores Limited and all its subsidiaries.

#### (ii) Investment in an effectively controlled company —

The equity method of accounting has been used to account for the investment in the effectively controlled company.

#### (iii) Merchandise —

Merchandise is located at both stores and warehouses. These inventories have been valued at the lower of cost and market. The term "market" as it applies to store inventories means "net realizable value" and to warehouse inventories "replacement cost".

#### (iv) Fixed assets —

Fixed assets (including significant renewals and betterments) are capitalized at cost. Provisions for depreciation are determined on a straight-line basis over the estimated useful lives of the assets as follows:

#### 2. REMUNERATION OF DIRECTORS AND SENIOR OFFICERS

In the fiscal year ended in 1976 the Company had twelve directors (twelve last year) and thirteen senior officers (twelve last year) four of whom were also directors. The aggregate remuneration of directors as such was \$65,000 (1975—\$56,000) and of senior officers as such was \$1,306,000 (1975—\$1,003,000).

#### 3. LONG-TERM DEBT

O. LONG TERM DEBT	March 20, 1976 \$	March 22, 1975 \$
Redeemable sinking fund 41/4% Series "B"—	d debentures	
maturing November 1, 1975 5½% Series "C"—	_	2,390,000
maturing December 1, 1976 9%% Series "D"—	1,841,500	2,015,000
maturing December 1, 1990 91/2% Series "E"	20,000,000	20,000,000
debentures maturing March 1, 1980		25,000,000
interest at rates ranging from 6%% to 9%%	1,024,600	1,244,587 50,649,587
Deduct: current portion included in current liabilities		2,733,356

The principal amounts remaining to be paid in the next five fiscal years are:

Fiscal years ending March	1977\$	2,253,000
	1978	1,361,000
	1979	1,228,000
	1980	26,228,000
	1981	1 172 000

#### 4. STOCK OPTION PLAN

Pursuant to an employees' stock option plan adopted by the company on August 26, 1969, 124,188 unissued common shares of the company are reserved as at March 20, 1976. During the year 30,000 shares were allotted to employees and senior officers and 4,150 shares were issued for cash of \$57,087 upon exercise of stock options granted. Of the options granted to date, the following remain to be exercised (including options on 85,425 shares to senior officers, three of whom are also directors):

Number of Shares	Option Price	Expiry Date
	\$	
2,530	13.38	August 22, 1976
90,425	14.13	November 18, 1978
29,999	17.50	April 22, 1980

The exercise of these options would have no material effect on the reported earnings per share.

#### AUDITORS' REPORT TO THE SHAREHOLDERS

#### 5. LONG-TERM LEASES

The total minimum rental liability under leases (excluding insurance, property taxes and certain other occupancy charges) to the date of expiry or option, whichever occurs first, for each of the periods shown below, is as follows:

	March 20,	March 22,
	1976	1975
	\$	\$
Within 10 years 1	65,861,000	149,335,000
Within the next 5 years	59,708,000	54,454,000
Within the following		
5 years	39,078,000	35,959,000
Within the remainder		
of the term	17,698,000	12,565,000
2	82,345,000	252,313,000
Minimum annual rentals payable under such leases		
are	21,095,000	19,639,000

Certain leases contain an option to cancel. Should the company exercise these options, it could be required to purchase the related properties.

#### 6. PENSION PLAN

During the year the Company made certain revisions to the employees' pension plan to provide for increased benefits. As a result, the past service unfunded liability was increased by approximately \$10,471,000.

As of January 1, 1976, the estimated unfunded liability amounted to approximately \$26,520,000. This liability is being funded over 14 years by means of annual payments of approximately \$2,636,000. These payments are being charged against operations in the year in which they are made.

#### 7. ANTI-INFLATION ACT

The Company is subject to restraint of profit margins, prices, dividends and compensation under the terms of the Anti-Inflation Act and Regulations which became effective October 14, 1975. Under the legislation, the amount of dividends which the Company can declare or pay during the period from October 14, 1975 to October 13, 1976 will be limited to 84¢ per share. Dividends of 42¢ per share have been paid from October 14, 1975 to March 20, 1976.

#### Coopers & Lybrand Chartered Accountants

145 King Street West Toronto, Ontario

We have examined the consolidated balance sheet of Dominion Stores Limited and its subsidiaries as at March 20, 1976 and the consolidated statements of earnings, reinvested earnings and changes in financial position for the fiscal year then ended. Our examination included a general review of the accounting procedures and such tests of the accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion these consolidated financial statements present fairly the financial position of the companies as at March 20, 1976 and the results of their operations and the changes in their financial position for the fiscal year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Coopers + hybrand

CHARTERED ACCOUNTANTS

April 15, 1976.

#### TEN YEAR FINANCIAL SUMMARY

(dollars in millions)

As at fiscal years ended March:	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967
TOTAL ASSETS	\$262.9	\$240.8	\$197.5	\$168.9	\$165.5	\$157.0	\$136.0	\$126.3	\$116.1	\$108.2
CURRENT ASSETS	\$136.7	\$126.6	\$ 94.5	\$ 76.7	\$ 76.2	\$ 69.1	\$ 56.1	\$ 51.2	\$ 51.5	\$ 45.0
CURRENT LIABILITIES	84.4	73.1	66.6	44.7	46.1	42.0	37.7	32.5	25.8	21.7
WORKING CAPITAL	\$ 52.3	\$ 53.5	\$ 27.9	\$ 32.0	\$ 30.1	\$ 27.1	\$ 18.4	\$ 18.7	\$ 25.7	\$ 23.3
Working Capital Ratio	1.6	1.7	1.4	1.7	1.7	1.6	1.5	1.6	2.0	2.1
OTHER ASSETS	\$ 4.3	\$ 3.7	\$ 3.4	\$ 3.8	\$ 3.9	\$ 3.8	\$ 1.5	\$ 1.1	\$ 1.2	\$ 1.7
NET FIXED ASSETS	121.9	110.5	99.6	88.4	85.4	84.1	78.4	74.0	63.4	61.5
DEFERRED INCOME TAXES	9.5	8.5	7.6	7.4	7.2	6.3	5.5	4.7	4.0	3.9
MINORITY INTEREST	1.0	.8	_		_	_	_	_	_	
LONG-TERM DEBT (excludes current portion)	45.6	47.9	25.3	26.3	26.7	28.2	9.1	10.1	11.0	12.0
SHAREHOLDERS' EQUITY	\$122.4	\$110.5	\$ 98.0	\$ 90.5	\$ 85.5	\$ 80.5	\$ 83.7	\$ 79.0	\$ 75.3	\$ 70.6
Accounted for as follows—										
Capital stock	\$ 21.4	\$ 21.3	\$ 18.9	\$ 18.7	\$ 17.0	\$ 15.8	\$ 15.7	\$ 15.7	\$ 15.7	\$ 15.7
Reinvested earnings	\$101.0	\$ 89.2	\$ 79.1	\$ 71.8	\$ 68.5	\$ 64.7	\$ 68.0	\$ 63.3	\$ 59.6	\$ 54.9
NUMBER OF SHARES OUTSTANDIN (000 Omitted)	G 8,514	8,510	8,319	8,308	8,174	8,078	8,077	8,073	8,073	8,073
NUMBER OF SHAREHOLDERS	7,495	7,797	8,474	9,191	10,518	11,748	11,305	11,158	11,241	10,895
CAPITAL EXPENDITURES	\$ 26.8	\$ 25.8	\$ 24.4	\$ 13.8	\$ 14.5	\$ 16.3	\$ 15.3	\$ 18.3	\$ 10.6	\$ 14.7

#### TEN YEAR STATEMENT OF EARNINGS

(dollars in millions)

For the fiscal years ended March:	1976	1975	1974*	1973	1972	1971	1970	1969	1968*	1967	
SALES	\$1,914.0	\$1,649.5	\$1,320.7	\$1,112.2	\$953.7	\$768.5 ———	\$651.6	\$602.9	\$584.2	\$543.5	
COST OF GOODS SOLD AND EXPENSES											
Cost of goods sold and expenses except those shown	*** 04.0.4	*4 007 7	*****		1004.4		.5000				
below	\$1,612.1		\$1,111.0				\$530,3		\$480.4	\$452.3	
fits	233.4	200.5	161.7	140.7	115.0	101.1	86.4	76.5	69.5	61.3	
Depreciation	14.7	12.3	10.8	10.1	9.4	8.6	7.9	6.8	6.7	6.0	
Municipal taxes	11.0	8.9	7.9	7.8	6.8	6.4	5.4	5.1	4.7	4.0	
Interest on long-term debt	4.6	2.4	2.3	2.3	2.4	1.0	.5	.5	.6	.6	
Other interest	.2	2.0	.6	.2	.2	1.0	1.1	.3	.1		
Investment income	2.4	.6	.4	.3	3	.3	3	.3	.3	4	
	\$1,873.6	\$1,613.2	\$1,293.9	\$1,094.4				\$581.5	\$561.7	\$523.8	
EARNINGS BEFORE TAXES											
ON INCOME	\$ 40.4	\$ 36.3	\$ 26.8	\$ 17.8	\$ 19.1	\$ 6.7	\$ 20.3	\$ 21.4	\$ 22.5	\$ 19.7	
Per dollar of sales	2.10¢	2.20¢	2.03¢	1.60¢	2.00¢	.87¢	3.12¢	3.55¢	3.86¢	3.63¢	
TAXES ON INCOME	\$ 19.7	\$ 19.2	\$ 13.5	\$ 8.5	\$ 9.5	\$ 3.4	\$ 11.0	\$ 11.9	\$ 12.0	\$ 10.3	
Per dollar of sales	1.03¢	1.16¢	1.02¢	.76¢	1.00¢	.44¢	1.69¢	1.97¢	<b>2</b> .06¢	1.90¢	
MINORITY INTEREST	\$ .3	\$ .1						_	_		
Per dollar of sales	.01¢	.01¢			_	_	_	_	-		
NET EARNINGS	\$ 20.4	\$ 17.0	\$ 13.3	\$ 9.3	\$ 9.6	\$ 3.3	\$ 9.3	\$ 9.5	\$ 10.5	\$ 9.4	
Per dollar of sales	1.06¢	1.03¢	1.01¢	.84¢	1.00¢	.43¢	1.43¢	1.58¢	1.80¢	1.73¢	
Per share	\$ 2.40	\$ 2.02	\$ 1.60	\$ 1.12	\$ 1.18	\$ .41	\$ 1.15	\$ 1.17	\$ 1.30	\$ 1.16	
DIVIDENDS	\$ 8.6	\$ 6.9	\$ 5.9	\$ 5.9	\$ 5.8	\$ 5.8	\$ 5.8	\$ 5.8	\$ 5.8	\$ 5.8	
Per share	\$ 1.01	\$ .82	\$ .72	\$ .72	\$ .72	\$ .72	\$ .72	\$ .72	\$ .72	\$ .72	
NUMBER OF EMPLOYEES											
—full time	11,974	11,907	11,054	11,194	10,498	10,381	9,664	9,231	9,066	8,766	
—part time	12,844	12,844	11,580	11,319	10,684	10,230	8,706	7,935	7,798	7,587	
	24,818	24,751	22,634	22,513	21,182	20,611	18,370	17,166	16,864	16,353	
STORES OPENED	10	13	12	4	19	18	20	17	13	23	
STORES CLOSED	14	16	19	6	13	19	11	9	12	20	
STORES AT YEAR END	387	391	394	401	403	397	398	389	381	380	
GROUND FLOOR AREA IN SQUARE FEET (000)	6,790	6,518	6,254	6,060	5,990	5,730	5,606	5,270	5,204	4,993	
*53 Weeks											

<sup>\*53</sup> Weeks



#### DOMINION STORES LIMITED

Incorporated under the laws of Canada

#### **Head Office:**

605 Rogers Road, Toronto, Ontario M6M 1B9 (416) 652-2000

#### District Offices:

St. John's, Nfld.

Toronto, Ont.

Halifax, N.S.

Hamilton, Ont.

Saint John, N.B.

Windsor, Ont.

Quebec, Que.

Sudbury, Ont.

Montreal, Que.

Winnipeg, Man.

Ottawa, Ont.

#### Board of Directors-**Affiliations**

#### JOHN A. McDOUGALD

Chairman of the Board and Chairman of the Executive Committee -

Dominion Stores Limited

Chairman of the Board and President -

Argus Corporation Limited

Chairman of the Executive Committee and

Vice-President -

Hollinger Mines Limited

Chairman of the Executive Committee and

Director-

Massey-Ferguson Limited

Director and member of the Executive

Canadian Imperial Bank of Commerce

#### THOMAS G. McCORMACK

Deputy Chairman Dominion Stores Limited

Argus Corporation Limited Crown Trust Company

#### THOMAS G. BOLTON

President and Chief Executive Officer Dominion Stores Limited

#### LEWIS H. M. AYRE

Chairman of the Board -Ayre and Sons Limited Northlantic Fisheries Limited The Newfoundland Telephone Co. Limited

Director-The Bank of Nova Scotia

#### ALEX E. BARRON

Chairman of the Board-Canadian Tire Corporation Limited

London Life Insurance Company The Canada Trust Company

#### STEWART G. BENNETT

Corporate Director

#### GEORGE M. BLACK, Jr.

Vice-President-

Argus Corporation Limited

#### PIERRE PAUL DAIGLE

Vice-President ---City National Leasing Limited

Director-RCA Limited Confederation Life Insurance Company Goodyear Canada Inc. International Paints (Canada) Limited

#### A. BRUCE MATTHEWS

Director and Chairman of the Executive Committee Canada Permanent Trust Company Executive Vice-President -Argus Corporation Limited

#### MAXWELL C. G. MEIGHEN

Chairman of the Board-Canadian General Investments Limited Domtar Limited

#### ANDRE MONAST, Q.C.

Partner-St. Laurent, Monast, Walters & Vallières Director-Canadian Imperial Bank of Commerce IBM Canada Limited Noranda Mines Limited Canada Cement Lafarge Limited

#### MITCHELL L. WASIK

Secretary -Dominion Stores Limited

#### Personal Development . . . Keynote to Success

Each and every Dominion employee has an equal chance to 'grow' in the Company. Based on a long-standing philosophy, the opportunity and the environment in which to progress through the ranks, is a fundamental key to our past and future capability. It results through continued on-the-job training, supplemented by programmed training manuals, in-house seminars and out-of-Company educational opportunities at the Company's expense,—for instance, the Cornell University Home Study Courses. Dominion people do their 'home-work' in food distribution and related fields. Tomorrow belongs to the people who prepare today!

#### Regional Distribution Facilities Heighten Development

During the past fiscal year, an expansion of new and existing distribution facilities took place. An additional plant building of 80,000 square feet was added in Montreal. A mechanized new Frozen Food Plant in Toronto added a further 78,000 square feet of distribution expertise. Recently in St. John's Newfoundland, Dominion became associated with Donovans Wholesale Limited, in a 50,000 square-foot distribution facility, greatly enhancing on-the-spot supply services to the furthest link in our chain. And we're not stopping there. Construction will commence on a 600,000 square-foot mechanized distribution centre on the island of Montreal. In stores, plants and offices—Dominion's expansion of facilities will soon represent over 10 million square feet . . . Canada's largest total retail food complex.



#### New Stores Produce New Job Growth

Dominion's growing consumer acceptance, results in the building of new stores in expanding communities we now serve—and in completely new trading areas. New stores mean new jobs at the various local levels. Ten new stores opened during the year provided over 500 full and part-time jobs. In the coming fiscal year, the Dominion "work force" now numbering 25,000 employees will grow by almost 500 additional full and part-time people due to the opening of 10 new stores.

As a large employer of people in the many diversified jobs of the increasingly demanding field of food distribution, Dominion's continuing success and growth represents an increasingly attractive and rewarding future for the young men and women just starting their careers, guided by the corps of experienced professionals throughout the Company.

#### Computer Development aids Retail Control

Continuing research into the development of technological ideas harnessed to the latest equipment, places Dominion at the forefront of industry innovation. From electronic portable ordering terminals used for transmitting store orders via telephone lines to a central computer, to electronic cash registers which improve service and provide new data on product movement, the process of modern food distribution is a never-ending one.





THE AIM of Dominion Stores Limited is to fulfil with ever-increasing efficiency its responsibility as a distributor of food, thereby performing a satisfactory service to the consumer, producer, manufacturer and processor; to discharge its responsibility to shareholders whose investment make the company possible, and to provide its employees with a satisfactory living under the best possible conditions.

DOMINION STORES LIMITED

DOMINION

**DES 26 SEMAINES TERMINÉES LE 18 SEPTEMBRE 1976** 



**FOR THE 26 WEEKS ENDED SEPTEMBER 18, 1976** 

INTERIM REPORT

# RAPPORT PROVISOIRE



DOMINION STORES LIMITED, TORONTO.

For the Board of Directors THOMAS G. BOLTON President and Chief Executive Officer

forking Capital Increase (Decrease) in the 26 weeks Balance—beginning of the year Balance—end of the half year	Dividends paid Long term debt reduction
(3,359)	3,577
52,304	56
\$ 48,945	19,931
(533)	5,021
53,545	404
\$ 53,012	17,600

Investment in fixed assets	Use of Funds		Shares issued under stock option plan	Minority interest	Disposal of fixed assets	controlled Company	Income from investment in effectively	Decrease in mortgages and other investments	Depreciation	Net Earnings	Source of Funds		
16,298		16,572	37	561	866	(244)		118	7,484	\$ 7,750		Sept. 18/76	E - + h - 26 1
12.175		17,067	12	91	144	(264		684	6,807	\$ 9,593		Sept. 18/76 Sept. 20/75	Vonto Ended

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STATEMENT OF SOURCE AND USE OF FUNDS (thousands of dollars)

For the 13 wi Sept. 18 /76	Sept. 20 /75	For the 26 we Sept. 18/76	Sept. 20 /75
\$488,447	\$467,378	\$991,183	\$922,827
4.51%	1	7.41%	1
\$ 6,189	\$ 9,531	\$ 15,097	\$ 19,430
2,957	4,684	7,272	9,746
3,232	4,847	7,825	9,684
58	73	75	91
3,174	4,774	7,750	9,593
.65¢	1.02¢	.78¢	1.04¢
38¢	56¢	91¢	\$ 1.12
\$ 1,789	\$ 2,638	\$ 3,577	\$ 5,021
21¢	31¢	42¢	59¢
	For the 13 w Sapt. 18/76 \$488,447 4.51% \$ 6,189 2,957 3,232 3,232 58 3,174 .65¢ 38¢ \$ 1,789 21¢	weeks ended  B Sept. 20/7  \$467,378  \$ 9,531  4,684  4,847  73  4,774  1.02¢  56¢  \$ 2,638	weeks ended For B Sept. 20/75 Sept. 8991 \$467,378 \$991 \$4,884 4,847 73 4,774 1.02¢ 56¢ \$ 2,638 \$ 31¢

HIGHLIGHTS (unaudited) (dollars are in thousands)



# DOMINION STORES LIMITED

Toronto, Canada

November 16, 1976

## To our Shareholders:

Earnings were 91 cents per share, compared with \$1.12 a n the 26 week period which ended September 18, 1976 Dominion Stores Limited achieved sales of \$991,183,000, up 7.41 per cent from the same period a year earlier. year ago, reflecting the extremely intense competitive situation in the supermarket industry. Earnings per dollar of sales were slightly less than 8/10ths of a cent. In the comparable period last year the company earned slightly over one cent per sales dollar.

of increase in food prices this year. The lower rate of food Consumers have benefited greatly from the moderate rate price inflation reflects to only a slight degree the federal government's Anti-Inflation Program, since the program does not apply to many of the key factors affecting food prices. There are no controls at the farm gate nor on imported food products. Controls do apply to processors and distributors. Moderation in food inflation has been

Orldwide:
Significant also has been the continuing competitiveness of the supermarket industry and the determination of the food industry generally to avoid as far as possible increases in food prices. At the same time, the company has not experienced any significant pause in the rise of most of its operating costs, particularly in such items as wages, energy, transportation, equipment and taxes.

In October, the company opened new laboratory facilities in Toronto for the monitoring of Dominion's chainwide quality assurance program. The new laboratory will provide a continuing check on all quality standards. Previously, much of this responsibility had been handled through outside consulting laboratories. Establishment of Dominion's high standards of product quality and consumer protection in a period of heightened public and the new company laboratory will assure continuation of government interest. The Board of Directors declared a special extra dividend of 1976. Anti-8%, or 7c per share. Your Directors believe that it is 7c per share in addition to the quarterly dividend of 21c per share, both to be payable December 15, 1976, to Inflation Regulations permit an increase in the annual dividend in the year from October, 1976 to October, 1977 shareholders of record November 19, appropriate to pay this in one amount.



# LES SUPERMARCHÉS DOMINION LIMITÉE

Toronto, Canada

Le 16 novembre 1976

à 91 cents par action, en comparaison de \$1.12 il y a un Au cours de la période de 26 semaines qui se termina le 8 septembre 1976, la société Les Supermarchés Dominion -imitée réalisa des ventes d'un montant de \$991,183,000, une augmentation de 7.41 pour cent sur celles de la même période de l'exercice précédent. Les bénéfices s'établirent an, ce qui témoigne de l'état concurrentiel extrêmement intense de l'industrie du supermarché.

deçà de 8/10 d'un cent. Durant la période correspondante Les bénéfices par dollar de ventes furent légèrement en du dernier exercice, la compagnie réalisa un peu plus d'un cent par dollar de ventes. Les consommateurs ont grandement bénéficié de l'allure ne procède que dans une faible mesure du programme modérée de l'augmentation du prix des aliments cette année. Le rythme ralenti de l'inflation du prix des aliments anti-inflation du gouvernement fédéral, car le programme ne s'applique pas à plusieurs des facteurs clés qui influent sur les prix des aliments. Il n'existe aucun contrôle au palier de l'exploitation agricole non plus que sur les produits alimentaires importés. Les contrôles s'appliquent au traitement et à la distribution. La modération de l'inflation des aliments fut de portée mondiale. Sensibles également furent la compétitivité persistante de l'industrie du supermarché et la détermination de l'industrie des aliments en général d'éviter autant que possible 'augmentation du prix des aliments.

Néanmoins, la compagnie n'a connu aucun répit sensible de l'escalade de la plupart de ses frais d'exploitation, particulièrement à des postes tels que salaires, énergie, transport, matériel et taxes.

veillance du programme global d'assurance de la qualité blissement du nouveau laboratoire de la compagnie assurera la perpétuation des normes élevées de Dominion tions d'essais en laboratoire, à Toronto, en vue de la survant, le gros de cette responsabilité était exercé par l'intermédiaire de laboratoires consultants extérieurs. L'éta-En octobre, la compagnie inaugura de nouvelles installade Dominion. Le nouveau laboratoire assurera une vérification soutenue de toutes les normes de qualité. Auparaen matière de qualité des produits et la protection du consommateur à un moment où s'accentue l'intérêt public et gouvernemental.

trimestriel de 21c par action, tous deux payables le 15 décembre 1976 aux actionnaires inscrits le 19 novembre mentation du dividende annuel, de l'année s'étendant Vos administrateurs estiment qu'il convient de verser plémentaire spécial de 7c par action en sus du dividende 1976. Les règlements anti-inflation permettent une augd'octobre 1976 à octobre 1977, de 8%, ou 7c par action. Le conseil d'administration a déclaré un dividende supcelui-ci en un seul montant.

FAITS SAILLANTS (non vérifiés)

(en milliers de dollars)

	α.	Pour les 13 semaines	3 sem	aines	Pour	Pour les 26 semaines	зеше	aines	
	6	terminées le 18/9/76 le 20/9/75	terminées 76 le 2	0 /9 /75	terminées le 18/9/76 le 20/9/75	terminées /76 le 2	le 2	0/9/75	
Ventes	\$4	\$488,447	\$4	\$467,378	\$991,183	83	\$92	\$922,827	
Pourcentage d'augmentation		4.51%	vo	1	7	7.41%		1	
Bénéfices avant impôts	·s>	6,189	<>>	9,531	\$ 15,097	097	43	\$ 19,430	
Impôts sur le revenu		2,957		4,684	7.	7,272		9,746	
Bénéfices nets avant									
intérêt minoritaire		3,232		4,847	7,	7,825		9,684	
Moins intérêt									
minoritaire		58		73		75		91	
Bénéfices nets		3,174		4,774	7,	7,750		9,593	
Par dollar de ventes		969.		1.02¢	•	.78¢		1.04¢	
Par action		38¢		56¢	-	91¢	<s< td=""><td>1.12</td><td></td></s<>	1.12	
Dividendes versés	43	1,789	es	2,638	\$	3,577	·s	5,021	
Par action		21¢		31¢		42¢		59¢	

ÉTAT DE LA PROVENANCE ET DE L'AFFECTATION DES FONDS

Pour les 26 semaines

(en milliers de dollars)

terminées le 18/9/76 le 20/9/75		\$ 7,750 \$ 9,593	7,484 6,807		118 684		(244) (264)	866 144	561 91		37 12	16,572 17,067		16,298 12,175	വ	56 404	19,931 17,600			_	52,304 53,545	\$48,945 \$ 53,012	
	Provenance des fonds	Bénéfices nets	Amortissement	Diminution des hypothèques et autres	placements	Revenu de placement dans une compagnie	en participation majoritaire	Vente d'immobilisations	Intérêt minoritaire	Actions émises en vertu du plan d'options	sur actions		Affectation des fonds	Placement en immobilisations	Dividendes versés	Réduction de la dette à long terme		Fonds de roulement	Augmentation (diminution) durant les	26 semaines	Solde—début de l'exercice	Solde—fin du semestre	

Au nom du conseil d'administration Le Président de la compagnie et Chef de la direction THOMAS G. BOLTON